

U.S. Department of Justice

Washington, DC 20530

**Amendment to Registration Statement****Pursuant to the Foreign Agents Registration Act of 1938, as amended**

INSTRUCTIONS. File this amendment form for any changes to a registration. Compliance is accomplished by filing an electronic amendment to registration statement and uploading any supporting documents at <https://www.fara.gov>.

Privacy Act Statement. The filing of this document is required for the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, for the purposes of registration under the Act and public disclosure. Provision of the information requested is mandatory, and failure to provide the information is subject to the penalty and enforcement provisions established in Section 8 of the Act. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the FARA Unit in Washington, DC. Statements are also available online at the FARA Unit's webpage: <https://www.fara.gov>. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public in print and online at: <https://www.fara.gov>

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .75 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, FARA Unit, Counterintelligence and Export Control Section, National Security Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant	2. Registration Number
BCW LLC	6227

3. This amendment is filed to accomplish the following indicated purpose(es):

- ☐ To give notice of change in information as required by Section 2(b) of the Act.
- ☐ To correct a deficiency in
- ☐ Initial Statement
- ☐ Supplemental Statement for the 6 month period ending \_\_\_\_\_
- ☐ Other purpose (*specify*) \_\_\_\_\_
- ☒ To give notice of change in an exhibit previously filed.

4. If this amendment requires the filing of a document or documents, please list:

New Letter of Engagement with Hikvision USA.





5. Each item checked above must be explained below in full detail together with, where appropriate, specific reference to and identity of the item in the registration statement to which it pertains.

BCW is amending Exhibit B to its Registration Statement concerning its foreign principal Hikvision USA Inc. as an agent of Hikvision, to disclose that BCW has modified its agreement with Hikvision UA Inc. to include additional services. Specifically, BCW will now also perform media relations, media tracking & reporting, and narrative & key message development.

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**EXECUTION**

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date	Printed Name	Signature <sup>1</sup>	
July 30, 2021	Sharon Balkam	 /s/ Sharon Balkam	eSigned
			
			
			

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<sup>1</sup> This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.



Hikvision USA Inc. /BCW LLC  
Engagement Letter

July 7, 2021

Hao (Vivian) Zhou  
Brand Management Department  
Hikvision USA Inc.  
18639 Railroad Street  
City of Industry, CA 91748

Dear Ms. Zhou:

This letter of engagement ("Engagement Letter") outlines the role, scope of work, and specific financial and billing terms of BCW LLC ("BCW") for the services specified below to be rendered to Hikvision USA Inc. ("Client") which commence on July 1, 2021 and continue through September 30, 2021. It is understood that this Engagement Letter complements and is governed by the Legal Contract Terms and Conditions, dated December 1, 2017 ("Agreement") and amended on January 9, 2019 that has been previously executed by both parties.

Scope of Work:

During the term of this engagement, BCW will provide Client with the following public relations services:

Section I – Monthly Minimum Retainer

- Media Relations
- Media Tracking & Reporting

Section II – One-Time Fixed Fee

- Narrative & Key Message Development

Financial Terms:

Section I - Monthly Minimum Retainer

- Professional fees for the Core Monthly Minimum Retainer scope of work outlined above will be billed against a monthly minimum retainer ("Minimum Retainer") of \$50,000 and will be billed to Client as stated in the Billing/Payment Terms below. Any professional services requested by Client during the term hereof which are related to the services being provided hereunder and which exceed the Monthly Minimum Retainer will be additional. BCW will not exceed the monthly guaranteed minimum retainer without prior written approval from the Client (email approval shall suffice.) Such services will be invoiced to Client at standard hourly rates specified in Exhibit A which is attached hereto and incorporated herein by reference.



Any work beyond the Scope of Work outlined in this Engagement Letter will be negotiated separately and outlined in a separate engagement letter on a per project basis. No such additional work will begin without the prior written approval of both parties.

This engagement can be cancelled at any time by either party with thirty (30) days' written notice. Client will be responsible for payment of the monthly fee (or pro-rata portion thereof) and/or hourly fees, whichever is greater, plus expenses incurred to date (including the thirty (30) days following the notification).

Please indicate your confirmation and acceptance of the above by signing in the space provided below and returning one (1) original signed copy of this Engagement Letter.

Yours sincerely,

BCW LLC

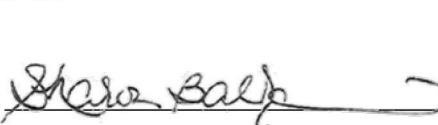
By: 

Name: Matthew Ballard

Title: Executive Vice President

Date: 07.07.2021

BCW LLC

By: 

Name: Sharon Balkam

Title: EVP, Finance Director

Date: 07.07.2021

Accepted and agreed upon by an authorized signatory of:

HIKVISION USA, INC.

By: 

Name: Pei-Wen, Yang

Title: President

Date: 07/22/2021

EXHIBIT A  
BCW LLC  
2021 Hourly U.S.A. Billing Rate Chart

